

## Further individual submissions from members collected by AgForce Queensland

For more information about the process by which these submissions were collected or if you have any questions please contact Dr Dale Miller, AgForce Senior Policy Advisor, [REDACTED]  
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Individual responses were collected from AgForce members as part of an organisational survey of views on the issues raised within the Agricultural Competitiveness White Paper Issues Paper. Respondents were given the choice to have their individual feedback sent to the Agricultural Competitiveness Taskforce under their own name separate to the organisational submission. There were 15 respondents who wanted to take this option and their unedited submissions are provided below separated into those who wished to keep their submission confidential (in red text) or not. All respondents are from Queensland.

Responses to the various issues areas were grouped on the basis of summary questions put to survey respondents as follows:

### Issue 1: Ensuring food security in Australia and globally

Q 4. How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?

Q 5. What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?

### Issue 2: Farmer decisions for improving farm gate returns

Q 6. What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farmgate returns?

Q 7. What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?

### Issue 3: Enhancing access to finance

Q 8. How do we better attract private capital into farm investment and structure financing for Australian agriculture?

Q 9. What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?

### Issue 4: Increasing the competitiveness of the agriculture sector and its value chains

Q 10. How might existing laws be changed to address any market power imbalances in the agricultural supply chain, without limiting prospects for global scale firms developing in Australia?

Q 11. How can the agriculture sector improve its competitiveness relative to other sectors in the economy and internationally?

### Issue 5: Enhancing agriculture's contribution to regional communities

Q 12. What impact does the growth of populations in regional centres and the decline in more rural or remote townships have on farming businesses and the agriculture sector? What solutions are there to address this?

Q 13. How do we attract the next generation of farmers and rural workers and how can they succeed?

### **Issue 6: Improving the competitiveness of inputs to the supply chain**

Q 14. How can farm inputs be more effectively used to better drive sustainable agriculture sector productivity and what skills and training will be required to support this?

Q 15. How can rural industries and governments better identify, prioritise and fund research, development and extension to deliver the onfarm changes needed to support profitability?

Q 16. What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?

### **Issue 7: Reducing ineffective regulations**

Q 17. What opportunities are there to reduce ineffective or inefficient regulation?

Q 18. Which regulations are disproportionate to the risks they are supposed to address?

### **Issue 8: Enhancing agricultural exports**

Q 19. How can industries and government respond to the key challenges and opportunities to increase or enhance exports?

Q 20. How can engagement between industry and government on market access priorities for Australian agricultural products be improved, including to inform negotiations on trade agreements?

### **Issue 9: Assessing the effectiveness of incentives for investment and job creation**

Q 21. How could the current set of government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?

Q 22. What has Australia done in the past that has had best effect to incentivise investment and job creation and what lessons can we take from other countries?

### **Other Issues**

Q 23. Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?

Q 24. Do you have any further information or thoughts that you would like to provide?

### **Individual submissions**

These questions will allow AgForce to forward on your responses as an individual submission to the Agricultural Competitiveness TaskForce with your permission, rather than just to inform the AgForce organisational submission. Individual submissions will ordinarily be available for public review unless you request otherwise. Contact information, other than your name will not be published. Your name or state will be included on the Agricultural Competitiveness White Paper website to identify your submission. A request may be made under the Freedom of Information Act for a submission marked confidential to be made available. Such requests will be determined in accordance with provisions under that Act.

Q 25. Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?

Q 26. Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?

## Individual member responses – non confidential

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	Penny Wallace
	Please type in your postcode.	████
	What is the main commodity or commodities that you produce?	Beef
		grass fed beef
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	The few meatworks available to us north of the Tropic of Capricorn are allowed to govern the northern beef industry. Grass fed beef producers are not represented by any of the industry bodies that are paid by the grass fed producers to do so.
	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	The best way for the beef industry to be advantaged north of the Tropic of Capricorn is to have more meatworks spread over the entire area as it used to be, when we were a viable industry. Beef prices have not improved over the last 13 years and are strangled by manipulation.
Issue 2	What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?	This question has been put to primary producers over the decades and the main constrain is the prices primary producers are receiving for their products. This is undoubtedly the main factor to the viability of all primary industries. Primary producers are in a position where they cannot produce any more from their well developed and well managed grazing properties, dairy farms, broad acre, intensive farming and orchards through Best Practice management structures developed over many years without overstocking and overstressing their facilities.
	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	For the beef industry, the government could (and possibly should) negotiate with interested bodies, co-ops, regional councils to develop small, efficient meatworks in strategic areas across northern Australia. It has been a terrible failure in the past by industry representative groups (MLA, CCA, AgForce etc), governments, producers, meat work unions, trucking companies to have allowed the closure of all the northern meatworks over the years.
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian	PAY PRODUCERS PROPERLY FOR THEIR PRODUCT.

	agriculture?	
	What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?	There is no point in developing more primary products within the areas we now hold if the people producing food and fibre are not paid sufficiently for the products they produce.
Issue 4	How might existing laws be changed to address any market power imbalances in the agricultural supply chain, without limiting prospects for global-scale firms developing in Australia?	This is what the MLA and CCA are paid to do and it is time for producers to gain value for levies. The levies coming from the grass fed industry, wherever they end up, are not effective in achieving a proper result for the beef industry.
Issue 5	How do we attract the next generation of farmers and rural workers and how can they succeed?	We need the beef industry to become viable. It is well known that producers cannot afford to pay staff or properly maintain improvements, hence not giving opportunity to young people to stay in agriculture.
Issue 6	How can farm inputs be more effectively used to better drive sustainable agriculture sector productivity and what skills and training will be required to support this?	People in agriculture are skilled, hard working and productive. Education, on and off farm, is important to maintain the productive enterprises that presently exist within the farm gate. This needs to be maintained but at what expense when there is no profitability to foster enthusiasm in younger generations.
	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	This, again, comes back to profitability.
Other	Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?	The MLA and CCA are not performing on behalf of grass fed producers and need to be more interactive with this body of people. Industry leaders seem to be self centres and remote without a proper understanding or caring of what is actually happening in the paddock.
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	<b>Question</b>	<b>Response</b>
	Please type in your name. You can choose to remain anonymous if you prefer.	Garry Littleton
	Please type in your postcode.	██████
	What is the main commodity or commodities that you produce?	Beef
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	The reduction of government restrictions regarding the Northern Australian Agricultural Sector and specifically the development of agricultural land in this area.
	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	Increasing media awareness of the current practices and policies supported and encouraged by the MLA to promote knowledge and understanding in overseas export markets of our welfare and animal ethics acts.
Issue 2	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	The governments ability to provide a consistent and transparent approach to farm-gate returns. As such this would ensure less fluctuation in cattle sale prices and provide a guaranteed return for stock. Financial opportunities for farmers to purchase agricultural land at the same interest rates available to residential home owners.
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian agriculture?	Ensure the investors return for money is regulated and consistent
	What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?	The promotion of resource sharing and pooling of logistically compatible, like minded farmers. A rotational system for large machinery items and employees at high peak times to reduce overheads and increase accessibility to expensive machinery which may not as a one off purchase be financially viable.
Issue 4	How can the agriculture sector improve its competitiveness relative to other sectors in the economy and internationally?	Government support in the form of education of the general Australian public to increase and promote knowledge of farming practices and standards. Highlighting the extremely high animal ethics standards upheld by the Australian Agricultural Industry. Making the Agricultural Industry sexy through advertising and exposure across the varied multi-media platforms. A

		portal for the primary school students to "ask a farmer a question" to close the gap between city and country and allow integration and recognition of agricultural practices in primary aged children.
Issue 5	What impact does the growth of populations in regional centres and the decline in more rural or remote townships have on farming businesses and the agriculture sector? What solutions are there to address this?	Reduction in workforce numbers and availability of employees, this decreases numbers of residents in towns. There is a general lack of knowledge across the agricultural industry of the grants and subsidies available to farmers to employee farm hands that fall under a government subsidy or education grant. Increasing workforce numbers on properties would logically increase the need for goods and services in regional town centres.
	How do we attract the next generation of farmers and rural workers and how can they succeed?	Make farming more economically viable and reduce the impact and fluctuation of markets such as the export market due to negative and false media exposure.
Issue 6	How can rural industries and governments better identify, prioritise and fund research, development and extension to deliver the on-farm changes needed to support profitability?	Increased transparency and accountability of the funding gathered by MLA. Guaranteed voting rights for all landholders dealing in the sales of stock and a regional representative to liaise with landholders regarding their opinions and views on the future of the agricultural industry.
	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	Reintroduction of the rail system for the logistical transport of stock and grain. Sunwater's allocation of water entitlements should be based on actual height and flow data and take in to account local knowledge and expertise.
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	Allowing farmers to have the ability to provide feedback and input across the spectrum of regulations surrounding the agricultural industry
	Which regulations are disproportionate to the risks they are supposed to address?	Vegetation management, specifically tree clearing legislation. Land improvements under freehold tenure contradict the land titles description through the removal of the landholders ability to manage the land for the purpose of their livelihoods.
Issue 8	How can industries and government respond to the key challenges and opportunities to increase or enhance exports?	Improve and increase relations with our export partners.
	How can engagement between industry and government on market access priorities for Australian agricultural products be improved, including to inform negotiations on trade	Australian Government should be less easily influenced by the media and provide a solid support network for the agricultural industry during times that uneducated animal liberationists decide to attack the industry for their own personal gain. Standing by the practices that they themselves have approved through the live trade acts.

	agreements?	
Issue 9	How could the current set of government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?	Improve the communication and knowledge of the available programmes across the agricultural industry to ensure farmers are aware of the availability of the said incentives
	What has Australia done in the past that has had best effect to incentivise investment and job creation and what lessons can we take from other countries?	nothing
Other	Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?	Recognise the importance of the Australian Agricultural Industry to the Australian economy. Understand that the adage of "rode on the sheeps back" is applicable to the beef and grain and industries which are the only true sustainable industries within Australia.
	Do you have any further information or thoughts that you would like to provide?	The general farming/agricultural industry would not take the time to answer overly complicated and long winded questions. This survey is disappointing if this is the governments way of encouraging feedback from within the Agricultural Industry and we find this contradicts the purpose of the survey.
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	Robert Newsham
	Please type in your postcode.	██████
	What is the main commodity or commodities that you produce?	Beef and Sheep
		Grow sheep for wool
Issue 1	What opportunities exist to expand agricultural production in Australia or export our technology,	A significant opportunity is kangaroos. If there were decent markets at fair money, a lot of producers would make use of them rather than class them as a pest. A lot of Southern Queensland would run as many kangaroos as

	marketing skills and expertise overseas and how can we take advantage of them?	it does sheep, I am not going into figures, but I truly believe that this would be the fastest way to increase production from the land with markets at the right prices, it could be an instant increase of 50+%.
Issue 2	What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?	Drought, preparing for drought, managing the land for drought, managing drought.
	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	ATO valuations on sheep and cattle for taxation purposes need to be revised and increased. Currently sheep are valued at \$6 per head and cattle at \$96 per head and any amount above this is used to calculate tax. These values are ridiculously outdated and unfair. If they were valued more accurately then we would be paying less tax on our livestock sales and during times when stock are cheaper, we would be able to realise a loss. The flow on benefits are obvious. Also on tax regulations, if fencing and property improvements were fully tax deductible in the first year that they were undertaken, producers would have more disposable income and be encouraged to employ more staff/contractors and spend more money in their local region. Further, there should be a rebate on the excise on Avgas for agricultural purposes in the same way as for diesel and petrol.
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian agriculture?	As per response to question 7, adjustments to tax regulations which allow for more money left in the pockets of producers would help to attract private capital into farm investment. Costs are high and returns are too low so why would people invest in agriculture when the margins elsewhere are so much greater?
Issue 5	What impact does the growth of populations in regional centres and the decline in more rural or remote townships have on farming businesses and the agriculture sector? What solutions are there to address this?	Rural population decline makes it harder to source staff, depletes community morale, effects mental health, takes services away from regional areas and the problem steam rolls. It needs to be made a more attractive industry to be involved in and this is done by making it a more financially viable industry to be involved in.
	How do we attract the next generation of farmers and rural workers and how can they succeed?	Again, it needs to be worth being in, \$\$\$. There is no difficulty in finding people who want to be involved but it needs to make economical sense to join or stay in the rural sector.
Issue 6	How can farm inputs be more effectively used to better drive sustainable agriculture sector productivity and what skills and training will be	Agricultural colleges were a great way to train young people for the industry.

	required to support this?	
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	Regulations on water harvesting, irrigation needs to be shared among rivers, eg Paroo which has allocations.
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	Stuart Mackenzie
	Please type in your postcode.	████
	What is the main commodity or commodities that you produce?	Beef and Sheep
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	Supply chains need to be developed from end user to producer. Only this way can we get definite production targets and price stability. Consider what we produce as a "product" rather than a "commodity"
	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	It generally comes back to water! Even for extensive grazing operations in the arid zone improved water infrastructure, i.e. piping water to tanks and troughs rather than relying on dams will increase production.
Issue 2	What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?	The drivers will be the younger, better educated, next generation to take over the management of farming enterprises. The constraints will be the lack of pathways developed to allow them to do that. The older generation's experience in climate and stock/farming knowledge is important as an information source but should not impede succession. Simply put, any farming business without a succession plan and new generation management pathways in place will not survive the medium term. A farm with a succession plan has a future.

		A farm without does not. It is that important!
	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	In all government programs or assistance give preference to farming operations with sound succession planning and financial planning in place. Otherwise it is wasted money with no long term benefit.
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian agriculture?	It all comes back to return on capital. In many areas land values have reached the point that finance costs are always the biggest drag on achieving a reasonable return. Capital will naturally go into areas where land values haven't got too high. Where values are too high there may an opportunity to separate the land from the business operation so that investors will have the opportunity to invest in the business but without buying the land.
	What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?	I see no problem with foreign investment as long as the product has to be sold in Australia. Again separation of the land and the agriculture business could result in more structures where the land is owned by the investor and the family has the long term (100 year?) lease. Many farms would have a positive future if they weren't held down by the finance costs of land ownership. It would make sense for the land to be held by larger corporations with more flexible global finance positions.
Issue 5	How do we attract the next generation of farmers and rural workers and how can they succeed?	By giving them responsibility at a young age, a clear succession path, and lift the burden of debt.
Issue 6	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	Road and rail in regional Australia has to be better funded and lifted to a better standard. Example, a commuter tunnel in a capital city costs around \$1Billion. That would do an enormous amount of regional road network. Which one benefits the country more?
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	Many but it has to be driven by the elected members not left to the public service to deliver. It needs a concerted effort by all levels of government and means to, in essence, turn back the clock.
	Which regulations are disproportionate to the risks they are supposed to address?	Those relating to the trucking industry.
Issue 9	How could the current set of government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?	Drought assistance should move from helping struggling farms to survive until the next assistance to helping forward planning farms to become drought resistant. Assistance for drought mitigation, i.e. water infrastructure, feed storage facilities, on an on-going basis, would be far more cost effective than the present system.
	Do you wish your comments	Yes

	to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	
	Please type in your postcode.	██████
	What is the main commodity or commodities that you produce?	Beef and Sheep
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	infrastructure for export
	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	free trade agreements
Issue 2	What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?	high aust interest rates bank margins more than 4p/cover res rates
	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	regulations same all aust states
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian agriculture?	enhance farm gate returns
	What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?	leaseback
Issue 4	How might existing laws be changed to address any market power imbalances in the agricultural supply chain, without limiting prospects for global-scale firms developing in Australia?	transparency
	How can the agriculture sector improve its competitiveness relative to other sectors in the economy and internationally?	comparative gov imposts eg.us vs aust
Issue 5	How do we attract the next generation of farmers and rural workers and how can they succeed?	profitable net farm gate returns
Issue 6	How can rural industries and governments better identify, prioritise and fund research, development and extension to deliver the on-farm changes needed to support profitability?	cracs
	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	rail roads ports fed state funded
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	standard all state regs
	Which regulations are disproportionate to the risks they are	transport regs

	supposed to address?	
Issue 8	How can industries and government respond to the key challenges and opportunities to increase or enhance exports?	move on recs dont forget till next election
	How can engagement between industry and government on market access priorities for Australian agricultural products be improved, including to inform negotiations on trade agreements?	listen to peak industry orgs
Issue 9	How could the current set of government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?	info with ag orgs not gov depts
	What has Australia done in the past that has had best effect to incentivise investment and job creation and what lessons can we take from other countries?	little
Other	Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?	any changes will they enhance bottom line
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	Ann Ballinger
	Please type in your postcode.	██████
	What is the main commodity or commodities that you produce?	Beef
		Small off farm investments, high returning real estate, share market.
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	All of the above. <i>(This refers to the introduction to the question: Lifting agricultural production to meet this demand could occur in a number of ways including:</i> <ul style="list-style-type: none"> <li>• <i>increasing output from existing resources through technology and productivity growth</i></li> <li>• <i>investigating more intensive production systems in existing areas, e.g. using irrigation</i></li> <li>• <i>converting previously undeveloped sites to agriculture, particularly in northern Australia.</i>)</li> </ul>
	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	As a producer (grazing) we can not control the weather. We have bodies in place that are supposed to find us export markets, but we are in control of OUR marketing practices, our finances, our day to day management, and importantly our grass/soil. There are 20% of graziers/farmers that make an excellent return. They have sorted out a plan that suits them personally, and their environment. For the rest of us 'education' of that

		<p>plan is the key, delivered by proven and practical groups . As well, it should be mandatory that all producers belong to a Best Practice group in their area. Change of culture and best practice measurement MUST take place in agriculture for a sustainable future. Encouraging graziers/farmers to participate in this 'education' should be helped with financial support from Government.</p>
Issue 2	<p>What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?</p>	<p>The driver is ' education' of all of the above , and the constraint is the fear of lack of knowledge and change. Off farm investments to be encouraged ('education' needed to effect the thought process).</p>
	<p>What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?</p>	<p>Explained in question 5. ' Education' to be financially subsidised by Government. Once farmers have the confidence and knowledge they are the only ones that can act. On going 'education' is essential for most human beings in any industry field.</p>
Issue 3	<p>How do we better attract private capital into farm investment and structure financing for Australian agriculture?</p>	<p>If the ' education' programs are designed ( there are programs out there today) to allow the farmer/grazier to feel confident to plan his/her business, to consider all the above.</p>
	<p>What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?</p>	<p>Foreign investment well managed would enhance a community in many ways eg. employment. The family farm will always be the most productive and efficient, but only to the families who are prepared to be 'educated'.</p>
Issue 4	<p>How might existing laws be changed to address any market power imbalances in the agricultural supply chain, without limiting prospects for global-scale firms developing in Australia?</p>	<p>Just like the graziers/farmers the organisations that we have in place, MLA Agforce etc, need to keep up to date (I do not mean with shiny new equipment!) with their mission statement , which would be something like .....people(communities), land/water, PROFIT. Natural supply and demand should always be the market power. We can not control the Aust. dollar, so from a producers point of view we should put our energies into the things we can control, like our profit margin , our standard of living and our positive attitude.</p>
	<p>How can the agriculture sector improve its competitiveness relative to other sectors in the economy and internationally?</p>	<p>Be more positive, especially in front of TV cameras! Try to get our 'a day in the life of.....' (someone from our community) stories out there. Social media needs much more use. Tell it how it really is, which in my way of thinking is unique, in so many ways.</p>
Issue 5	<p>What impact does the growth of populations in regional centres and the decline in more rural or remote</p>	<p>As it stands now, there is not an attitude to find solutions. Radical change must take place,concepts need airing and selling, investment finance is available,(local people encouraged into local businesses)</p>

	townships have on farming businesses and the agriculture sector? What solutions are there to address this?	but holistic organisational skills needed. For example, all sectors of business esp. manufacturing, to be encouraged (with govt. assistance eg. tax incentives, advertising , TV soap opera, good positive stories about ,clean green environment, sunsets, sunrises, freedom etc) Large water facility not only for supply, but water sports, recreation. Retirement village that is privately owned , well run and attracts Baby Boomers from all over Australia. Making more out of our existing commodities eg. factory producing cooked tinned kangaroo meat/hides/meat for 1080 baiting. More business, more people, more profit, more fun!
	How do we attract the next generation of farmers and rural workers and how can they succeed?	Demonstrate financially that the business of grazing/farming is profitable and culturally that it is the place to be, to live work and have a family. Next generation MUST be 'educated'. Old values, new ways!
Issue 6	How can farm inputs be more effectively used to better drive sustainable agriculture sector productivity and what skills and training will be required to support this?	Much more support of all types of 'education' which is on going.
	How can rural industries and governments better identify, prioritise and fund research, development and extension to deliver the on-farm changes needed to support profitability?	Talk to basic profitable farmers , who have a well rounded life. Funding to be a partnership between all stakeholders, giving them all ownership.
	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	Once one ventures away from the coastal fringe there is a big expanse of country, distances are big, and to live in it ones mind has to be big. It is big infrastructure which requires visionary planning to encompass all stakeholders and facets of life in rural Australia . Independent people with a thorough understanding of people, environmental, profit and loss , human diplomatic skills and strong leadership would need to put this paper together to take agriculture into the future of change. Better communication (technology) better roads (more bitumen) better train (fast train) all needed to operate and attract business . Funded by a combination of Govt. and Private (oversees investors).
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	I don't know, but I'm sure there are ways of reducing expensive regulations for all.
Issue 8	How can industries and government respond to the key challenges and opportunities to increase or enhance exports?	I would leave that up to the organisations that are in place already mentioned in question 10. about MLA and Agforce . Surely they are expert in this field.
Issue 9	How could the current set of	They are all very effective.

	government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?	
	What has Australia done in the past that has had best effect to incentivise investment and job creation and what lessons can we take from other countries?	More 'education'.
Other	Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?	Most rural people in small inland communities ie. grazers/farmers and the people who live in the towns that service the industries in a community (banks, agents, shops etc etc) all have the same good points and problems. A lot of these people are not going to answer the likes of this survey, for one reason or another, but their views would be very valuable. I urge you in a non political way to seek out some of these people and really get results. As you know , we get very tired of people not really understanding our lives. It is difficult to explain and sometimes because of our isolation we become very independent. I would like to see a large cross section of people involved in this paper controlled by a good Chairman!
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

	Question	Response
	Please type in your name. You can choose to remain anonymous if you prefer.	
	Please type in your postcode.	██████
	What is the main commodity or commodities that you produce?	Cropping
Issue 1	How can farm businesses, food manufacturers and the retail sector be more responsive to domestic and global food demand and better integrate into domestic and global supply chains?	research and development. integration from farm through the value chain. farmers need to be valued fairly in the whole scheme, not the bottom of the list where there is no way to pass on rising input costs. farming needs to be profitable to ensure demand is met.

	What opportunities exist to expand agricultural production in Australia or export our technology, marketing skills and expertise overseas and how can we take advantage of them?	expansion of irrigation and land use. make more water available [build dams] better R & D. keep Australian owned Intellectual Property.
Issue 2	What are the drivers and constraints to farmers adopting alternative business structures, innovations or practices that will assist them in improving farm-gate returns?	high input costs compared to other countries[fuel, fertilizer, chemicals] high labour costs, freight and services costs farmers need better technology to become more efficient increased value for their commodities
	What alternative actions or measures by governments, farmers or others would result in improved financial performance at the farm gate?	have a system to counter severe weather patterns [floods droughts] we need to be able to have an affordable multi peril crop insurance that will cover inputs and expenses and to a degree profit for farmers. Eg the last four years for me has seen three major floods wipe out crop and the current drought severely reducing production with one good crop in between. One good season is not enough time to set aside funds for reserves. We are only playing catch up. Governments need to underwrite such a scheme to make it affordable for farmers and not have private insurance companies reaping the profits
Issue 3	How do we better attract private capital into farm investment and structure financing for Australian agriculture?	make farming more appealing. get agriculture back into schools. stress the importance of agriculture to all Australians.
	What alternative business structures could be developed for farming that also retain ownership with farm families or enable foreign investment in line with our national interest?	have some support mechanisms such as multi peril crop insurance. some family farms operate as an under paid business compared to services etc. need to look at cooperative farming or contract farming.
Issue 4	How can the agriculture sector improve its competitiveness relative to other sectors in the economy and internationally?	add value through value chain integration in Australia, not just export raw products all the time.
Issue 5	What impact does the growth of populations in regional centres and the decline in more rural or remote townships have on farming businesses and the agriculture sector? What solutions are there to address	distance, goods and services, access to machinery dealers and other business inputs. freight costs. better road or rail services

	this?	
	How do we attract the next generation of farmers and rural workers and how can they succeed?	get agriculture education back into schools short courses for training to develop diverse business skills required.
Issue 6	How can farm inputs be more effectively used to better drive sustainable agriculture sector productivity and what skills and training will be required to support this?	get rid of government red tape regarding reviews of chemical registration etc costly registration of chemicals for minor or low use chemicals develop natural resources for fuel and fertilizer requirements use our gas for nitrogenous fertilizer and transport. use biomass for biofuels.
	How can rural industries and governments better identify, prioritise and fund research, development and extension to deliver the on-farm changes needed to support profitability?	have liaison officers in charge of smaller groups for closer interaction with R&D providers and farmer input and trials.
	What irrigation, transport, storage and distribution infrastructure are required to support the food and fibre production systems of the future and how should this be funded?	more irrigation made available. more dams. standardise the rail net work in Australia's east coast. regional freight hubs. significant government co-funding with private business.
Issue 7	What opportunities are there to reduce ineffective or inefficient regulation?	use reliable overseas data for chemical registrations. reduce re-registration procedures.
	Which regulations are disproportionate to the risks they are supposed to address?	chemical registration costs.
Issue 8	How can industries and government respond to the key challenges and opportunities to increase or enhance exports?	develop a whole industry supply chain so farmers can be involved and benefit from any profit through value adding.
	How can engagement between industry and government on market access priorities for Australian agricultural products be improved, including to inform negotiations on trade agreements?	closer relationships between state and national lobby groups. Ensure these lobby groups can be resourced to function properly to gauge grass roots issues and priorities.
Issue 9	How could the current set of government programmes and incentives directed at the agriculture sector be improved, in terms of both effectiveness and efficiency?	implement a multi peril insurance to enable farmers to have a more stable income and expenditure flow chart. take out the extreme highs and lows for profitability.

	What has Australia done in the past that has had best effect to incentivise investment and job creation and what lessons can we take from other countries?	investment allowance, tax incentives, start up mechanisms Lincoln Nebraska has an entrepreneurial program going in the university for agriculture.
Other	Please identify any other issues that you believe are important for the future of agriculture and how can they be best addressed by individuals, industry and government?	dependence on imports of food, fuel and machinery and manufactured goods. We have ample natural resources here to develop industries for fuel, energy and fertilizer. Develop and set up industries here It is my biggest bugbear that Australia simply relies on exports without considering value adding here. Labour costs need to be addressed. Significantly increase our younger population to have a tax paying society. I can't see why we can't aim to double the population by 2050. have a regional Australia plan for population growth and development
	Do you have any further information or thoughts that you would like to provide?	Both sides of politics need to do blue sky planning. I am tired of the continuing bickering between politicians and political parties. lack of proper decision making and real or major project strategies for the best of our country.
	Do you wish your comments to go to the Agricultural Competitiveness Taskforce as an individual submission, rather than only to inform the overall AgForce submission?	Yes
	Do you wish your submission to be kept confidential by the Agricultural Competitiveness Taskforce?	No

